

May 13, 1997

TO ALL ROM's and RBM's

SUBJECT: SALEM Tear Tape Product
G-Drive Product Entries

This is in reference to FSC Addendum 71-A regarding SALEM Tear Tape Product Program/Program Details. There are two revisions relative to product entries in the G-Drive spread sheets and the VAP payment as follows:

G-Drive Product Entry

Enter the number of cartons needed per brand style per month.

Example: Account needs 24 cartons of each style per month. Enter 24 as previously communicated. Winston-Salem will calculate carton totals into case equivalents by direct account and Region, in addition to entering allocation by direct account for each two-month drive period.

VAP Payment

- Display Packing and Shipping - (Place cartons in display and ship to retail)
\$14 per 12M case equivalent

This is consistent with our current pre-sleeved VAP payment.

- Product shipping only - no payment
- Payment should be made by the ROU via TPS

All G-Drive product entries must be completed by the close of business on May 15, 1997 for the first drive period.

If you have any questions, call me at extension 3466. Thanks.

Floyd Cook

Manager, Sales Planning

FEC/vj/Vc-salem:lc

Copy to: John Ellegate
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Sales		Retail	
1221	_____	1222	_____
1222	_____	1223	_____
1223	_____	1224	_____
1224	_____	1225	_____
1225	_____	ROM	_____
1226	_____	PC	SC
1229	_____	MC	PA
1240	_____		
1244	_____	RSM	HBM

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